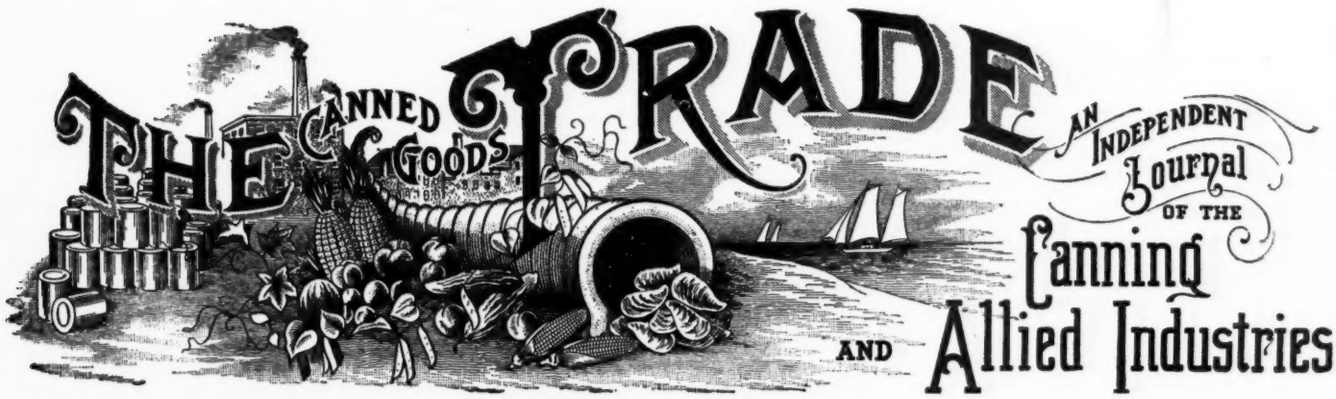
STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.



BALTIMORE, FRIDAY, NOVEMBER 3, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. *Best Goods.*

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

In the business markets fall activity has been very noted in all lines of canned goods, and, in the absence of quantities of some fruits and vegetables, others have taken their place. It would seem this year as if sweet potatoes could be counted a banner crop, either that or the Chesapeake region has humped itself, both as to quality and quantity. In this respect we note immense quantities of this yellow vegetable have been covered with burlaps and marked New Jersey Sweets, something which we believe the law would not permit if the potatoes were in tin.

Apples have been coming to town more freely during the past week than at any time during the season. Tomatoes bave ceased to arrive; corn is one of the things out of calculation in the ear; cabbage has been a very fine crop in quality and quantity and packers have been working on it heavily in sauer kraut. Thus we find in summing up the season that the absence of peaches has really been the cause of a greater use of sweet potatoes. Corn has been so steadily declining since spring that packers were as steadily losing interest in it. Tomatoes have increased in price, and with the increase it is understood that the heaviest factories are steadily holding their stock, believing the market will continue in their favor all winter. This season has attracted attention to a peculiar fact, which is well illustrated by seconds tomatoes.

Seconds tomatoes have remained about the same in quality as usual, which was never too high; but the price has advanced steadily with the advance in the values of standards, and both jobbers and consumers seem thoroughly satisfied with the quality they get and still continue on the old cry of lower prices.

Thus, whilst they are perfectly willing to pay higher prices for seconds tomatoes than they did last year for standards, and that without complaint, they are urging lower prices for corn, although it is at present lower than it has ever been in history before. This emphasizes what we have so often pointed out, that, so far as buyers are concerned when it is a buyer's market, all they want is something cheaper than the market rates; but when it is a seller's market they are perfectly satisfied with the prices they pay in advance rates on inferior goods.

This emphasizes the rule, therefore, that what the jobber wants is something cheaper, no matter what the price. All this will be reversed next year. Corn will be neglected and tomatoes will be overdone, and we believe the best information for the canned goods packers in this case is for all to know that which will supervene.

Brokers report good sales of all kinds, so far as stocks are concerned. Tomatoes remain very much as they were last week, 97½c. being the market for No. 3 standard, some packers selling blocks at 95c.

Corn has been selling on a general basis of 45c. for Maryland packed and much New York corn has changed hands at the same figure, whilst some very good brands have been passing out at 47½c. and 50c. to 55c.

Within the next two weeks canned goods will begin to give way to Thanksgiving and holiday supplies in wholesale lines, but the market is already so well cleaned up that nothing that will happen can tend to make a glut in goods in tin.

Just at present it may be taken as a good sign that the brokers report little or no change whatever in canned goods of any sort. In this market dried pack corn is a little firmer than last week, quoted at 55c. as latest reports, or 2½c. higher than last week. Two-pound tomatoes are quoted here at 72½c., or 2½c. lower than last week, possibly caused by the report of the large pack of that size in this market.

Berries are holding firm, blackberries and strawberries espeaially. Standard blackberries are held at 75c. for No. 2 and standard strawberries at 70c.

Cove oysters remain as given last week. Standard 5-oz., 75c.; 10-oz., $1.50; 4-oz., 70c., and 8-oz., $1.35. The election in this State next week may possibly considerably affect the oyster question, and it will be interesting enough to affect most articles in business.

The market for peas still continues brisk and the supplies are beginning to run low in this city. Early June standards are quoted at 70c. to 75c.; extras at 80c.; sifted at 90c. to $1.00; extra sifted, $1.25 to $1.40, and petit pois at $1.60 to $1.75.

Pineapples are in their fixed winter price, and so much of the crop has moved that if there is any change it will be an advance. No. 2 standards E. & C., $1.00, not E. & C., 90c.; extras, $1.30; No. 1 grated, 90c.; No. 2 extra fancy grated, $1.75; No. 3 pie grated, in water, 65c.; in syrup, 70c.; gallon pie grated, in water, $1.80; in syrup, $1.90.

Tomatoes, No. 3 standards, 95c. to 97½c.; fancy labels, $1.00 to $1.20; No. 3 seconds, 85c.; No. 2 standards, 72½c.; No. 2 seconds, 65c.; gallon standards, $3.10.

The anticipated advance in tin has begun to develop in the line of pig metal, and the outlook is that it will affect the values of all things into which tin enters. Whilst no special change is noted at present, the market is firmer and somewhat higher, as it is said to be in strong hands with the purpose of an advance. So far as the canning industry is concerned, the season is over for realizing on the situation. Quotations are about the same as last week at present writing, but higher figures may be looked for in our next issue Canners' metals can be found on their regular page.

WANTED—An experienced Catsup Maker, steady employment; state experience, age and salary expected; give reference. Address D. T. J., care The Trade.

POSITION WANTED.

Are you looking for a Manager or Superintendent for your Canning Factory? If so, I am at liberty for 1906. Have held this position for the past twenty years with one of the best houses in the State of New York. I prefer New York State. Address MANAGER, care THE TRADE, 5 W. Pratt St., Baltimore, Md.

...Strange

That so many wait until the last monent before ordering a labeling Machine. Or try something that is unsatisfactory and get disgusted, instead of ordering a

Knapp Labeler and Boxer

BROTHER, it is the only way to do it right. Some day you will know for yourself. Why not send us your order now? Knapp Labelers and Boxers make for success. That's why we preach 'em. Don't fuss with some contraption. Do it right. You will thank us.

The Fred H. Knapp Co., 80 Wabash Ave., CHICAGO.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, November 2.—Interest in canned goods increases, and sales are larger as the holiday season approaches. Buyers of all varieties of goods are more numerous and inquiries come pouring in from every direction. A healthy feeling permeates all branches of the trade, and business improves accordingly. Nearly all dealers are jubilant over the present situa tion and the outlook for the future.

Corn.—Interest in corn increases, but actual transactions are limited to such offerings as buyers think are desirable trades The cheap Western stock has exerted a more or less depressing influence on the market and is now an important spot factor. Sellers of standard state corn are holding their goods firmly up to quotations, which range at 60@62½c. f. o. b. factory, with Maine stock held at 90c. f. o. b. Portland. Only small lots are offered at that price, however. Jobbers are giving attention to Western and Southern pack, which are offered at low range. Western corn has been sold at 45@55c. delivered. Southern Maine style has sold at 55c. f. o. b. Baltimore. Considerable Western stock has been rejected and in numerous instances the original buyer has repurchased the goode at a liberal reduction. One lot of 25,000 of Southern pack is said to have been resold to the original buyer at 5c. reduction below the original price.

Tomatoes.—The market remains steady at a range of 97½c. @$1.00 for full standard 3s f. o. b. factory. Local interest is rather light, jobbers not sharing the packers' confidence in the stability of the market. Retailers are not pressing the wholesalers for goods, and jobbers are disposed to act with much conservatism. Occasional business is reported in standard Maryland 3s at 95c. regular, but offerings at that figure are not free and only now and then a holder will sell.

Peas.—The market is fairly active and prices are firm on all offerings. Conditions are reported fairly favorable, with improvement in prospect in substantially all grades.

Salmon.—The market is fairly steady on all grades, but presents no unusual features. Pink talls are firmer in sympathy with stronger advices from the Coast. Other grades are held firm, but are quiet.

Sardines.—All varieties and grades are steady and a fair movement is reported. Independent packing interests are reported to be continuing packing interests through November.

Oysters.—Not much interest is shown, but everything in this market is held firmly, and all holders insist upon full figures.

Lobsters.—Supplies are low and all holders are firm in their views. The quantity available for distribution this year is smaller than ever before.

Shrimp.—A fair movement is reported, with prices steady as quoted.

Apples.—New York State gallons are firmly held at $2.50@2.75, with Maryland held up to $2.60.

Peaches.—The market is steady, but quiet, with no feature beyond supplying the ordinary demand at this season. Orders are increasing as the holidays draw nearer, but as yet are only moderate. Supplies are light.

Apricots.—A good local demand is reported and all supplies are firmly held. Stocks are ample for all present requirements.

Pineapples.—The market is steady at full range of values. The tendency is upward. HUDSON.

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

Dont worry, ask me, I'll get it for you.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

It it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

ESTABLISHED 1856.

EUREKA CANNING MACHINERY

We have embodied a number of valuable improvements this year in

The "Eureka" Pumpkin and Tomato Pulper,

making it the most efficient, rapid, convenient and accessible machine built for the purpose. Screens can be changed in a few minutes.

SOLE MANUFACTURERS,

THE S. HOWES CO.,

(INCORPORATED)

EUREKA WORKS,

SILVER CREEK, N. Y.

NEW RATING ON PULP REQUIRED.

Mr. Guenther Points Out the Injustice of the Present Rate—Associations Take Notice.

OWENSBORO, KY., Oct 25, 1905.

THE TRADE; At the present time ordinary tomato pulp, chili sauce stock and ketchup stock are classified, when shipped in barrels, the same as canned tomatoes. It is a well-known fact that during ordinary seasons tomato pulp in particular is never worth more than ½c. per ponnd, including the weight of the barrel. The cost of the barrel is greater than the cost of its contents. I recently made application to C. E. Gill, Chairman of the Official Classification Committee at New York, for a classificatio 1 on tomato pulp, chili sauce stock and ketchup put in lower than on canned tomatoes. At no time are canned tomatoes less than 2c. per pound, including the weight of the case, more often about 2¼c. to 2½c. per pound. Tomato pulp, being an entire offall or waste from the canning factories, creating new revenue for transportation companies, should, therefore, have a special classification, no higher than the price on goods worth no more per pound than tomato pulp.

The fact of the business is, in my opinion, tomato pulp should have a classification as low as pig iron. It is not worth any more per pound and it is, in fact, the pig iron of the ketchup business. It creates much in business for the railroads through the tomato ketchup maker, for, when there is plenty of pulp there are lots of bottles, cases, fillers and filled cases to move and, therefore, in my opinion, the railroad companies should encourage the business, which can be classed as new business as much as they possibly can. I believe that this work of having proper rates put on the products of our canning wastes should be taken up by the various Canned Goods Packers' Associations, Brokers' Associations, the Condiment Manufacturers' Associations and others interested. I suggest that yon take this work up through your paper and have a committee appointed to go and see Mr. C. E. Gill or any other officials of the railroads that have anything to do with the making and changing of classifications on freight to be transported by the various transportation companies.

Yours very respectfully,

J. ED. GUENTHER.

FOOD INSPECTION DECISION NO. 30.

By H. W. WILEY, Chief of Bureau of Chemistry, U. S. Department of Agriculture.

THE USE OF PACKAGES MADE OF TIN PLATE, ON WHICH LABELS HAVE BEEN PRINTED FOR PRESERVED VEGETABLES, ETC., ORDERED AND DELIVERED TO MANUFACTURERS PRIOR TO SEPTEMBER 1, 1905.

From the investigations lately made by the Chief of the Bureau of Chemistry, it appears that in a few instances European manufacturers of preserved vegetables, intended for export to the United States, had provided a large number of packages made of tin, on which the labels had been printed previous to the manufacture of the tin cans. The printed matter cannot be erased from the cans, nor can it be conveniently covered without destroying the artistic appearance of the packages. These tins had been ordered and delivered to the manufacturers before the publication of F. I. D. 26, requiring the presence of preservatives, coloring matters, etc., to be indicated upon the original label and not attached by means of pasters subsequent to September 1. 1905. In many cases considerable expense has been incurred by the manufacturers in the purchase of these tin cans with the labels printed thereon.

Inasmuch as these packages were purchased in good faith and were not intended to disregard the regulations of the law relating to imported food products, permission will be given to use them in packing preserved vegetables for the season of 1906 on the following conditions:

1. That the tin cans in the possession of manufacturers shall have been ordered and delivered previous to September 1, 1905.

2. That the manufacturer shall make a statement before the consul in each case of the number of such packages which he had on hand at the date mentioned.

3. That the manufacturer shall attach a special paster, in a conspicuous place on the label, in such a way as to make it practically irremovable, indicating the presence of the preservative, coloring matter, etc., which may have been used in the preparation of the contents of the package, by the use of type not smaller than long primer capitals, as shown in F. I. D. 6, and submit samples thereof to this Department prior to shipment.

4. That these packages already on hand may be used for the crop of 1906, but not for a longer period.

5. That the importation of these packages into the United States under the regulations above mentioned shall not continue longer than May 1, 1907. Approved: JAMES WILSON.

SEED PEAS FOR CANNERS

WRITE FOR SAMPLES AND PRICES

CHARLES E. BISHOP

SEED GROWER

BELLEVILLE, ONT., CAN.

Food For Thought

THREE CONCERNS IN MAINE WILL HAVE A COMBINED CAPACITY OF MORE THAN A THOUSAND CANS A MINUTE, OVER 650 THOUSAND IN 10 HOURS, 3,600,000 PER WEEK ON OUR MACHINES THIS SEASON.

Food For Thought

STEWARD'S SANITARY CAN SYSTEM.

L. & J. A. STEWARD,

Rutland, Vermont.

Rush Orders

The VIRGINIA CAN COMPANY
is prepared to fill Rush Orders
for Two and Three Pound
cans on short notice.

These cans are of superior quality,
equal to the best.

Prompt shipment made on
orders by wire.

Virginia Can Co.

Buchanan, Va.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Tomatoes are generally held at 97½c. to $1.00 f. o. b. factory for No. 3 standard Maryland packs, but second hands are willing to let some lots go at 95c. f. o. b. The demand is moderate. Corn is showing a somewhat better tone, but until a large quantity of the cheap corn is removed from the market by cut-price route of the chain store systems and the department stores, no important improvement of the market conditions could be expected. Asparagus has sold better. Peas are working gradually into better shape, the demand for low and medium grades reducing supplies to proportions that are well within holders' capacity. Early June standard delivered at 65c. per dozen in Baltimore. Fruits are as last reported, business quiet and market steady to firm. Fish is showing no features of interest. We have reached a season of low tide in salmon consumption and the movement from wholesale and packers' hands is narrow at present, but there is a steady feeling.—*Merchants' Review.*

Philadelphia.

Tomatoes are strong at a minimum price of 97½c. country, and even at that figure the offerings are not free. In fact, fewer tomatoes seem to be offered just now than for several years past. The demand is very light, largely because jobbers have enough to last them for a time. Corn is dull and dead. There is a decided pressure to sell at easy prices. Peas are in good position and will probably be wanted a little later. The demand just at present is light. Peaches are unchanged and dull. New York State apples are held firm at the last quotation, but Southern apples, of course, are not particularly firm. The Baltimore general line shows no important changes and little demand. California canned goods are scarce and offerings are very light. There are still a few peaches about at a heavy premium.—*Grocery World.*

Chicago.

The canned tomato market is higher again than on last Saturday, and further advances are regarded as a practical certainty, as a strong syndicate of large canned goods operators, it is confidently said, has gotten control of nearly all the tomatoes in the country outside of the stocks owned by jobbers, which are reported to be not very large. This syndicate is reported able to do almost anything it pleases in the way of manipulating prices. Corn is without change in price this week. Demand is large; retailers are commencing to push corn as a leader on account of its cheapness. Peas are firm and getting somewhat scarce. The tendency of pea prices is upward. String and Lima beans, pumpkin and other canned vegetables are firm. All descriptions of canned fruits show strength, especially peaches, berries of all kinds and apples. Peaches are reported scarce, and this includes the California grades. Salmon is firm at unchanged prices, though there is no probability of a decline. Sardines are steady. Shrimp, oysters, canned lobsters, etc., are firm.—*Grocers' Criterion.*

St. Louis.

Canned Tomatoes.—Interest in the tomato situation is gradually dying out. It is now apparent that prices at present are still lower than they will probably be later, but retailers are hard to convince and are buying very reluctantly. The wholesalers are, therefore, holding what stock they have after filling orders and quietly marking it up with the advance in price, thereby securing a profit on paper at least. It is of but little use, however, for retail grocers to contend against the inevitable, for the statistical estimators now figure that the nine-millon-case crop of last year has all gone into consumption and that the new crop will not exceed 60% of last year's crop or a total of about five-and a half million cases, just about half to go round. Quite a number of defaults on contracts, especially on the part of Michigan tomato packers, are reported. One large Indiana packer closed, so it is said, with a delivery of 25% instead of 80%. There are no sellers at a price below $1.00 cannery to be heard of, and most Western canners are now asking $1.05 to $1.10 f. o. b. cannery. Even these are very few, however, and the brokers are said to be walking around with a despairing expression and reporting "no tomatoes" at any price. Gallon tomatoes have about reached the $4.00 mark in Chicago, or at least will be there in a few days for fancy qualities. A sale of a carload lot on track, Chicago, of fancy New Jersey stock was made at $3.50 between jobbing houses yesterday, and quotations to retail trade are current at $3.75 per dozen. A few No. 2 tomatoes are being sold to come here from the East, the price making them more salable than heretofore, but that size can is looked upon with great disfavor in Chicago. Canned Peas.—All the favorite brands and qualities are sold up short and buyers are beginning to "take in" grades that they would not last year have even looked at and which until now have gone without friends. Dried peas are said to have taken a big jump up in the atmosphere this week and prices will no doubt be marked up on canned peas in a few days anywhere from 10% to 20%, especially for Wisconsin varieties, which

Make Your Own Cans!

THE NEW SEAM SANITARY CAN.

REQUIRES
NO HOLES or CAPS
The Entire Top Open.

SEALED WITHOUT
HEAT, SOLDER
or objectionable
FLUXES,
PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample can sent upon request Please state kind of goods packed.

WE FURNISH COMPLETE OUTFITS FOR MAKING THESE CANS.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.,
372-374 Greenwich Street,
NEW YORK CITY

WORKS:
MT. VERNON, N. Y.

CONTINENTAL CAN COMPANY

DIRECTORS
T. G. CRANWELL, PRES'T.
A. W. NORTON VICE-PRES'T.
F. P ASSMANN, SEC. & TREAS.
J. C. TALIAFERRO.
B. H. LARKIN.

C. A. SUYDAM, SALES AGENT

FACTORIES
CHICAGO
SYRACUSE

CHICAGO, ILL. Oct. 6, 1905.

HEMMED CAPS

TO THE CANNING TRADE:

We beg to announce that we have perfected our machinery for the manufacture of hemmed caps, and that we are now making and shipping the best hemmed cap on the market. It fits the groove of the cap hole perfectly and has enough solder on it to cap the can properly.

It is, as you are probably aware, no easy matter to make a good hemmed cap, and like all new machinery ours required considerable effort and expense to get it working properly. This, however, is all now behind us, and we appreciate the indulgence shown us by our friends during the early part of the season just closed.

We now have a hemmed cap capacity for making a strictly first-class hemmed cap, largely in excess of our can output, and we will always carry in stock a liberal supply of both plain and hemmed caps, thus insuring to the packer his choice at all times.

We would be very glad to send you free of cost, all charges prepaid, a sample lot of our hemmed caps that will fit any standard can. We only sell our hemmed caps in conjunction with our cans.

When you are ready to talk cans for near by delivery or next season's delivery give us a chance to figure with you.

We have received a great many complimentary letters regarding the quality of cans we have made this season and we could easily fill a volume with testimonials of this character. You will take no chances whatever in using our cans.

Awaiting your commands, we remain,

Yours very truly,

CONTINENTAL CAN COMPANY

T. G. CRANWELL, President.

are hardly to be had at all. Canned Corn.—This article is gaining strength and standard qualities at low prices are harder to buy than last week. The Polk cannery, at Greenwood, Ind., was a free seller for two weeks and is now entirely sold out. The Great Western Canning Co., at Delhi, Ind., sold freely for a while, but is now out of the running. The Randolph Cannery Co., at Randolph, Wis., came into the market with a 50c. price and was sold out in two days. Hoopeston, Ill., Bloomington, Ill., Gibson City, Ill., and Graffon Johnson, of Greenwood, Ind., are holding their surplus out of the market, asking from 60c. to 70c. at the cannery for standard grades, and, though Maine reports a large crop of cheap-grade corn at low prices, the whole situation looks strong and encouraging. Eighteen months ago any kind of an old can of corn would bring $1.00 per dozen, and it would not surprise the shrewd ones of the trade to find a similar condition prevailing this spring. People are going to eat canned corn as they have never eaten it before, and there will be the largest consumption of that article ever known.—*The Eli Grocer and General Merchant.*

London, England.

Salmon.—A considerable portion of the overland shipments of British Columbia have arrived, and these continue to be taken up as fast as they are landed. Prices on the spot are exceedingly firm, whilst for half-flats forward they continue to show an upward tendency, the supply at the moment not being equal to the demand. The market for Alaska is quiet and without any feature of interest, but prices are steady. Recent arrivals include the Monmouth, with 1,200 cases; the Minnehaha, with 1,750 cases; the Lucania, with 520 cases; the Bovic, with 1,290 cases, the last two named to Liverpool; and the Moncalm, to Bristol, with 650 cases. Lobsters are without change. The Ulunda has brought 1,376 cases to Liverpool. Sardines.—The market is without animation, but a quietly steady business is passing at unaltered prices. No better reports are to hand of the fishing. Ormesby Broad has arrived with 1,36 cases; the Lusitania, with 2,952 cases; the Tasso, with 1,235 cases, and Navarre, with 1,216 cases, the last named to Liverpool. Meats continue to go off well, and the market maintains a firm tone. Rabbits in better demand at firm rates. Fruits and Pines are quiet, but the tone is steady. The Stentor has brought 4,099 cases pines to Liverpool.

Liverpool, England.

Salmon.—There has been a very noticeable advance in the price of ½-lb. flats, both for spot and to arrive, and limits have gone gone up 1s. 6d. to 2s. a case. One-pound flats have, to some extent, sympathized, and are quite 6d. to 1s. above recent rates. One-pound talls are also in better demand at firmer rates. Alaska steady. Sardines.—The scarcity, previously reported, in grocery quarters continues, and higher limits are being asked. Meats quiet. Tomatoes continue improving in values. Fruits quiet; pines steady, with a possibility of higher rates ruling for the new pack. Rabbits have advanced both in tall and flat tins.—*Grocers' Gazette.*

Canning and Preserving in Brazil, S. A.

United States Consul Hutchinson, speaking of fruits in Brazil, says there already exist in Rio de Janeiro, Sao Paulo, Santa Catherina and Rio Grand do Sul several establishments for the canning and preserving of fruits and vegetables, but that they fail to meet the full requirements of the trade is proved by the fact that such goods continue to be imported in considerable quantities, mainly from Portugal, France and Italy.

The total imports in 1903 amounted to $250,000—30% coming from Portugal, 23% from France and 21% from Italy, and this, although the prices of the imported articles are often absurdly high. American canned corn, for example, finds a sale in Rio de Janeiro at from 80c. to $1.00, at present rates of exchange per tin weighing about 1½ pounds. California canned fruit sells at $1.15 per three-pound tin, while dried fruit retails at $1.00 per kilo (2.2 pounds.) All of these goods are highly protected, the duty in some cases running as high as 200% to 250% ad valorem, and the local factories relying on this advantage, are content to use the crudest and most out-of-date methods and machinery.

The raw materials are to be had in profusion, tropical and subtropical fruits in the north and nearly all vegetables and deciduous fruits in the south. Sugar, too, is abundant and cheap. A few large American establishments with our most approved machinery could not only capture a large market here, but could also do an export business in some of the tropical fruits, such as pineapples and the various preparations of the guava, the orange and the quince, which are common here.

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine.

FOR SALE.

One Merry-Go-Round for 200 peelers. Used one season; good as new. Low price if taken at once.

EMPIRE MACHINE CO.,
602 Atwood Bldg.,
Chicago, Ill.

10-20-tf.

TALK IS CHEAP

but not when you pay your money for Soldering Flux which has nothing but talk behind it. I've built up the sale of

Standard Soldering Flux

because I know how to **make** flux better than anyone else, and take the pains to see that it **is** better. That's why the large consumers use it.

Next Week I'll tell you another reason why you should use my flux.

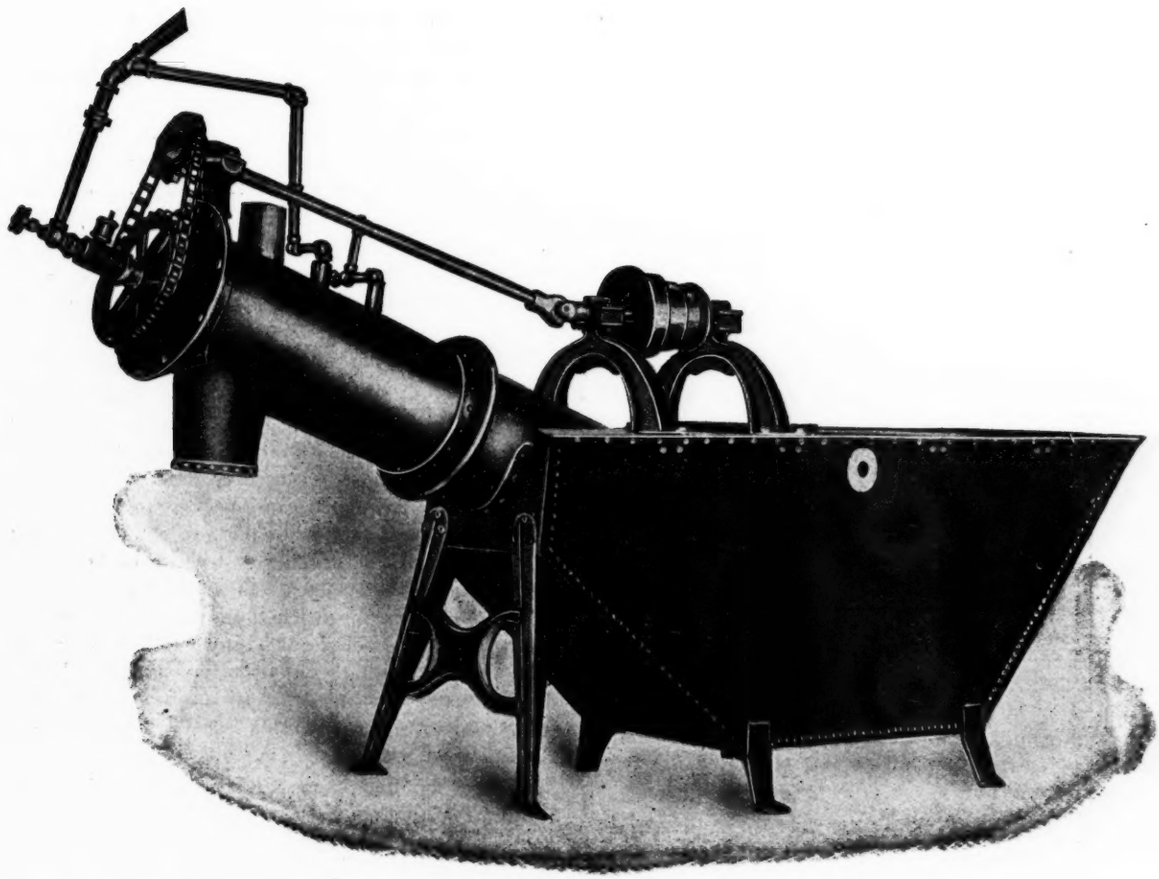
MANUFACTURED BY

MARLOU CHEMICAL CO.,

JERSEY CITY, NEW JERSEY.

S. O. RANDALL,
MARINE BANK BLDG., BALTIMORE, MD.
Southern Agent.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents

42 RIVER STREET, CHICAGO ILL.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year,	$2.00
Six months,	$1.00
Foreign,	$4.00

ADVERTISING RATES.—According to space and location.
Make all Drafts or Money Orders payable to THE TRADE CO.
Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $1.00 per inch per insertion, $3.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, NOVEMBER 3, 1905.

EDITORIAL JOTTINGS.

The better the work of the Secretaries of the Canners' Associations, the less statistics we have of the season's pack.

This is important, as a fact, for several reasons. It makes the work of the editor of a canners' journal much more difficult and is a discouraging outcome of the efforts made to bring about a condition of trade association which was calculated for the benefit of the industry.

We are content, however, that the packers have these statistics; that they are becoming more and more accurate and valuable, for we are certain they are the most necessary information for a canner to have if he means to run his business for profit.

It should be an all-important hint to every canner to belong to some one of the Associations, as without these statistics he is entirely at the mercy of the buyer, who will undoubtedly take care of himself and his own profits, first, without there being any cause to question his honesty. This is all the more certain in proportion as these statistics are disseminated, for it is an axiom of a buyer's and distributor's business that he must have the fullest and most reliable information upon all materials he handles and deals in.

The canner, like all producers, should remember that it is to the benefit of the buyer for the seller to be ignorant of the condition of the market and the extent of supply, but this should urge the seller to keep informed at least, as well as is the buyer of his goods.

We have positive personal knowledge that even some of our most astute canned goods packers thought it advantageous to have statistical information of the market, whilst their competitor has it not, and they expressed their view of it by saying "we want all the information we can get, but we do not care to have to give any."

"Knowledge is power," and in this respect is the very core of business, as even one's competitors have a superior position in the market if they are informed and you are not.

More and even nearer than this, you cannot be sure of your own broker unless you have a general, and if possible, particular knowledge of the market, and you must perceive how eagerly they (the brokers) seek statistical information in any line of goods for which they are purveyors.

We are aware they consider a changing and disturbed market the best for them, because it makes the broker more necessary in proportion as prices are unfixed, but this is another way of saying that the ignorance of the packer is the advantage of some one else, at his expense.

The value of these statistics is the reason for the Secretaries keeping them as secret as possible, also for the rule of the Association that reports shall only be made to those who contribute their statistics.

The natural conclusion is that it pays to belong to an Association; that it pays to get these statistical reports direct; that they can only be gotten by contributing your own and that your own interest urges you to keep them from all others outside your counting-room.

Ergo, business requires you to join the Association of Canners that represents your locality and to live up to its rules and requirements.

Last year we had occasion to remark that the last of the articles of food to be added to the list of canned goods had not yet been reached—and the remark was occasioned by the announcement of a successful attempt to can cheese. This addition to the already long list caused considerable comment, although we are not informed that many packers took up the suggestion. But now comes another important addition—canned prunes. An enterprising California canned goods packer has perfected a method of canning prunes, and claims that by so doing he can offer a much superior article to the present dried prune, that they can be kept in any climate for any length of time, and that the price will not be higher than is now paid for the article in the dried shape. Further description of this innovation will be found on another page of this issue. The moral we point is—the end is not yet.

Every day finds corn gaining more friends, more confidence and a determination of packers to "hold on." This is not without a cause and then staunch friends of the article may yet reap a pecuniary benefit as their reward. One thing certain, those who are not holding on to it are not reaping any pecuniary benefit now.

Some packers seem lately to have become possessed of the idea that tomato prices have been inflated, and are to-day above their rightful figure. They are to be pitied, not the tomatoes.

The consumers, perhaps, are more to be pitied, with respect to tomatoes than any one else, for some of the "stuff" they are paying good money for —well to use the darkey's expression is "scandalous." 'Tis true it's a pity, and a pity 'tis true."

But the worst of it is this scandal "won't down" for years to come, and will hurt the consumption of canned tomatoes far more than the rise in prices will benefit the packers. Early last summer, in July, when we foresaw the pack would be very short and prices high, we earnestly appealed to all tomato packers to be honest at least, not to pack one tomato in a can full of water and label it standard or better. Many, we believe, followed this advice, but many did not. We ourselves have seen a can of tomatoes bought at the highest price from a reliable grocer (offered by him as his best quality, he having two lower grades of tomatoes) and when the housewife cooked them, there were not enough tomatoes for TWO persons. This may seem a little far stretched, and the appetites of the two persons called into question, but it is a fact, the stewed tomatoes from this can of extras did not fill two individual service dishes. What must have been the condition of the two lower grades of goods, which that grocer had?

CALIFORNIA LETTER.

SAN FRANCISCO, CAL., October 28, 1905.

EDITOR THE TRADE:—

Along the lines most interesting to the readers of THE TRADE, developments during the week which has elapsed since my last letter, have been few. The major portion of the fruit packed this season has either reached it's destination, or is en-route either via rail or ship. Orders for assorted cars are being filled by some of the packers, but straight carload orders of any one variety of fruit are not welcomed and are not being filled, packers preferring to keep what stocks they yet control to make up assortments called for and also to take advantage of the higher prices which will rule later.

Figures covering the season's shipments of fresh fruits are now available through the medium of a local horticultural journal, and show that up to ten days ago something like six thousand eight hundred and sixty-two (6862) cars were shipped East, being eight hundred cars in excess of last year's shipments. Peaches reached a total of almost two thousand cars and were far in excess of any variety of fruit shipped. In the order of their importance as to the number of cars shipped come peaches, then plums, then in turn, grapes, pears, apples, apricots, and cherries, there being but seventy-eight cars of the last named fruit owing to the failure of that crop. Not in ten years have the heavy grape shipments equaled the 1905 record which thus far aggregates over 1300 cars and bids fair to exceed the plum shipments and thus become second in importance for the season. The immense apple crop out here is beginning to make itself known and thus far some eight or nine hundred cars have been dispatched. Our apples are going all over the world—to Great Britain, the Continent, the Australian Colonies and elsewhere. The quality of the stock is clean, of uniform good size and in active demand.

A majority of the canneries have closed down for the season. Those still operating are working on tomatoes and apples. The Santa Rosa plant of the California Fruit Canners' Association is making an extraordinarily long run, having opened up for business during the latter part of June and has not lost a day since that time in working fruit. Heavy packs of all varieties of peaches were made and great quantities of other fruits were put up. Blackberries were handled by the ton. Tomatoes and apples are now occupying the attention of the plant. Hunt Bros.' Cannery over at Hayward is still operating, chiefly on tomatoes, of which they will pack 50,000 cases 2½ lb weight. Up in Lakeport, Lake County, Henry Wambold's string bean cannery has closed for the season with a pack of 12,000 cases, all packed under the label of the Blue Lakes Canning Co. This no doubt seems a small pack to a good many readers of this letter, but when you take into consideration the fact that the trade here willingly pays a dollar a dozen and more for this particular pack it is evident that there must be a very good reason for their so doing. The reason lies in the quality. Eastern packers have tried and tried to equal them, but somehow or other meet with failure. One large Eastern packer during the past year sent out here and purchased a considerable quantity of the seed from which the beans in question are grown. He planted them and used particular care in their culture. They looked alright and he thought he had everything his own way. But after he got them packed he found on comparison with the California packed bean that his efforts were not successful. He is not yet completely discouraged and says he is going to try it once more, or maybe twice more and convince himself one way or the other. I think there is but one thing for him to do and that is to ship a few thousand carloads of Lake County earth and make a contract with the weather bureau for some Lake County weather all to be delivered at his property, in which case he may meet with success. It may be wondered that a larger pack than 12,000 cases is not put up—the reason lies in the fact that the industry is carried on in a small valley, way up in the foothills (or you might say mountains) and there is not any more acreage. There is another cannery up there, but I have not the figures of its pack at hand. In any event it will not exceed the pack referred to. With regard to tomatoes out here—they say 82½ cents will buy 2½ lbs. Standards, but there are mighty few offerings at that figure.

CALIFORNIAN.

Labeling and Wrapping With The

BURT MACHINES

means a saving of 30 to 50 per cent. over the cost of hand work—getting out the goods wonderfully fast—giving them an attractive appearance. There is not only a big saving effected, but labeling and wrapping troubles are eliminated. ¶ The only way to find out about the advantages of "machine work" is to use a *Burt Machine.* Its installation will prove one of the most valuable additions to your equipment ever made. If you have any doubt about this a trial order will remove it. : : : : : : : : : : : : : : : : : : :

?

Why hesitate about adopting a Modern and Money Saving Method

Write Us

....Burt Machine Company....

Baltimore

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

California.

San Francisco, Oct. 27.—At 3 o'clock this morning the San Francisco plant of the Central California Canneries Co. was entirely destroyed by fire. Three alarms were sounded, and it was only after six hours of hard work that the flames were completely extinguished. The cause is supposed to have been the old one of spontaneous combustion—same taking place in the sawdust in the boxmaking department. It is here the flames were first discovered. During the progress of the fire four firemen were injured and were sent to the Emergency Hospital.

The loss was practically total. The insurance on warehouse "A" was $26,000, warehouse "B" $25,000. Under the general form there was $19,000 insurance on the cannery and $3,500 on stock. The aggregate insurance loss on the buildings is estimated at $24,000 and on the cannery stock total $3,500.

Indiana.

Corydon, Ind.—The corn canning plant of the Corydon Canning Co, burned down Sunday, October 22, causing a loss of $10,000, with $6,000 insurance.

Newcastle, Ind.—The local paper, under date of October 14, comments on the pack of their canneries thus: The product of local canneries this season will be short of the usual. About two-thirds of the usual output was reached. The Spiceland concern, the largest in the county, which usually puts up about 600,000 cans, canned as the season's work about 400,000 cans.

Jeffersonville, Ind.—The correspondent of the Terre Haute *Gazette* at this place writes on October 13: The various canning factories in Clark county have finished operations for the year as regards tomatoes, except the Charleston factory, which will make its final run this week. Six factories have run this year and their output has been as follows: Jeffersonville, 525,000 cans; Memphis, 500,000; Henryville, 255,000; Underwood, 400,000; Charleston and Otisco, about 150,000 each, making a total of near two million cans put up.

A writer at Muncie, Ind., October 17 says: Jack Frost has been visiting Delaware county during the past few nights and as a result the Tuhey Canning Company is not packing tomatoes. All of the vines have been killed and the ripened tomatoes are being made into pulp, which is used for catsup. A member of the firm yesterday stated that only about half a crop has been packed.

Iowa.

Onawa, Ia., Oct. 14.—The proposition submitted this week to the Onawa business men to establish a corn canning factory is likely to meet with success. N. L. Riggs, of Council Bluffs, the promoter, who is trying hard to enlist Onawa capital in an enterprise of this kind, submitted at a public meeting the plan of organizing a stock company, with a paid-up capital of $20,000. Promoter Riggs offers to take $3,500 of the stock, payable at stated times, the remaining $16,500 to be subscribed by the citizens, the shares of stock to represent $100 each. It is proposed to build a "single line" factory for the canning only of corn and tomatoes the first year. Later other products, such as peas, beans and the like, will be handled and prepared for market.

Louisiana.

Davenport, La.—It has been definitely decided by the American Can Company to rebuild its plant in this city which was so badly damaged by fire last week, and Architects Clausen & Clausen have been commissioned to draw up the plans for the remodeling. The former plant will be restored to its full capacity and work will be started in a few days in clearing up the old ruins and preparing for the rebuilding.

St. Bernard, La.—Unless the proposed plans miscarried, the Joullian Company's big canning plant, which has been built on the banks of the Lake Borgne Canal at a considerable cost, was set in motion for the first time on or about November 1. The factory, a latest addition to the list of enterprises in St. Bernard parish, was completed recently and given a satisfactory test.

Pascagoula, La.—A new oyster factory has been established on Pascafonia river by Capt. Ed. Mitchell and H. K. Almes.

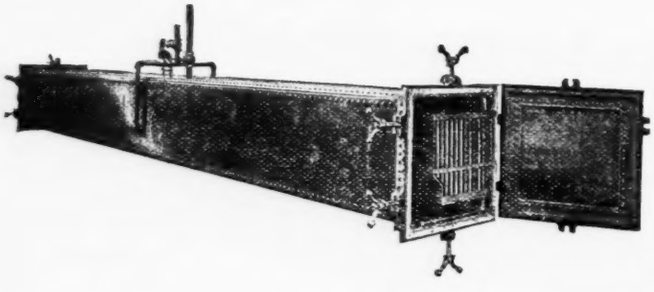
Maine.

Ellsworth, Me.—The Brooklin factory of the Farnsworth Packing Company was to close November first, with the record of having the largest pack ever put up there, 50,000 cases. Another feature of the successful

EDW. RENNEBURG & SON

Machine & Boiler Works.

Oyster Steam Box



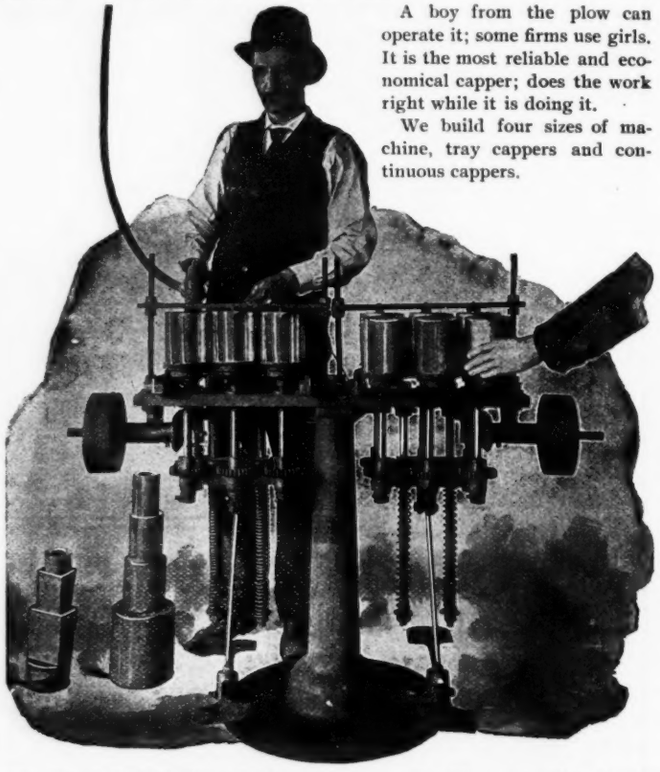
With Improved Hinged Door; Making the Work Lighter and Quicker.

1917 AND 1919 ALICEANNA STREET,

Baltimore, Md.

HOWARD'S CAPPER

Will interest the man that thinks, buys and plans for a canning factory. Our system of capping is now used by the large as well as the small houses. Will cap sample to gallon cans.

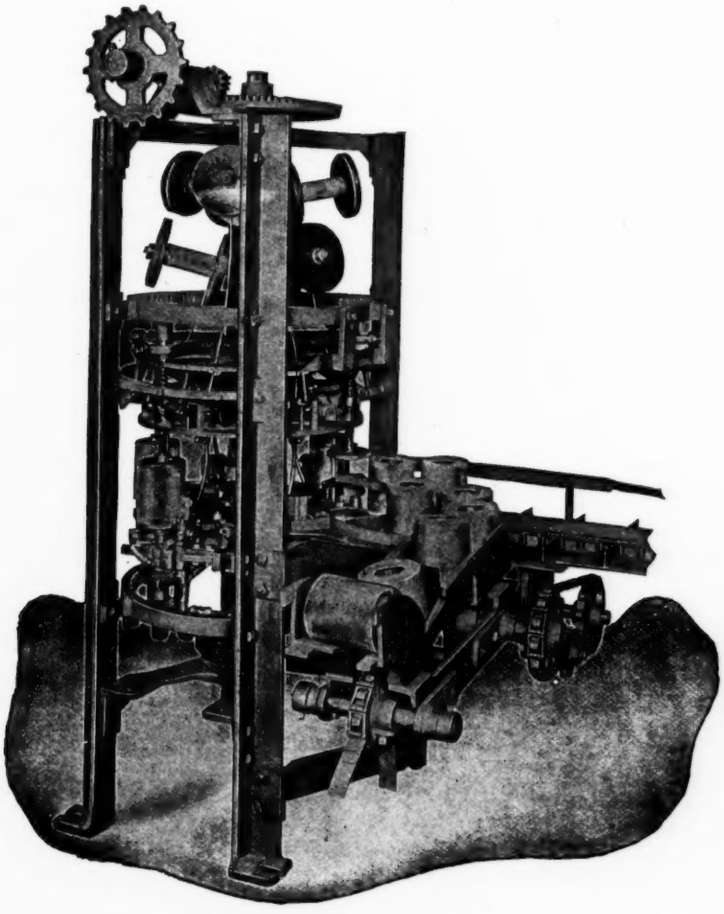


A boy from the plow can operate it; some firms use girls. It is the most reliable and economical capper; does the work right while it is doing it.

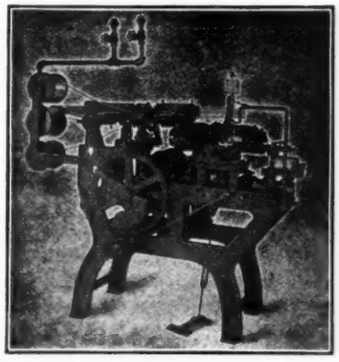
We build four sizes of machine, tray cappers and continuous cappers.

M. E. HOWARD, Mfr., - - Indianapolis, Ind

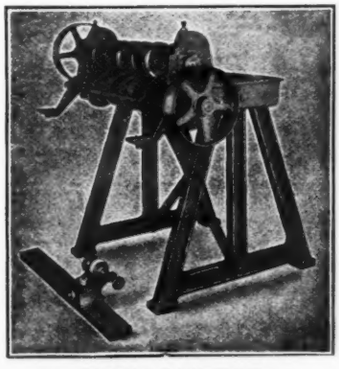
AUTOMATIC CAN MAKING MACHINERY



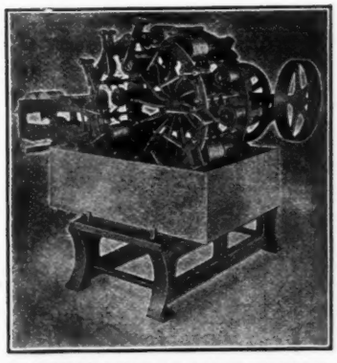
AUTOMATIC CAN FLOATER



AUTOMATIC SEAMING MACHINE



BODY SLITTER



AUTOMATIC CAN TESTER

ALSO....

Ballard Pea Filler

Stevens Tomato Filler

"King" Tomato Filler

SEND FOR CATALOGUE No. 10

AYARS MACHINE COMPANY

SALEM, NEW JERSEY

season is that every case is sold, and Superintendent Farnsworth said that he had been unable to fill orders in several branches.

Rockland, Me.—Thorndixe & Hix have started an apple-canning factory at Union. The concern cans apples in gallon cans. The output is about 100 cases a day of 12 cans each. Clarence Magune is in charge of the factory.

Eastport, Me.—M. C. Holmes Canning Company organized at Eastport for the purpose of canning or packing sardines or other fish products. With $10,000 capital stock, of which $10,000 is paid in. Officers: President, Ernest R. Holmes, of Eastport; treasurer, M. C. Holmes, of Eastport. Certificate approved September 27, 1905.

E. A. Holmes Packing Company organized at Eastport for the purpose of canning or packing of sardines and other fish products; with $10,000 capital stock, of which $10,000 is paid in. Officers: President, John R. Holmes, of Eastport; treasurer, Eben A. Holmes, of Eastport. Certificate approved September 27, 1905.

Bangor, Me.—The A. & R. Logie blueberry canning plant at Vanceboro will be closed and through with the season's work about October 19, the company having canned this season about 100,000 two-pound cans of blueberries besides 70,000 gallon cans. The factory is in length some 100 x 40 feet, is fitted with two boilers and steam retort, has two steam cookers, one steam fanner and also a nailing machine. During the blueberry season it gives employment to from 40 to 60 persons. The cans are manufactured chiefly by this company's plant at Island Pond, Vt. John White, the Vanceboro local manager, reports this season as being a fairly paying one.

Portland, Me.—A hearing on the petition for a receiver for the Roger I. Shearman Manufacturing Company was ordered before Judge Strout October 26. The company was organized in Maine in 1899 with a capital stock of $250,000, of which half is held in Maine and about $25,000 in Biddeford. Roger I. Shearman, of New York, is president. The company operated two canning factories, one in Littleton, Mass., and the other at Concord Junction, Mass.

Augusta, Me.—F. F. Noyes, of Wilton, is much pleased with the results of his corn canning this season, says the local paper. He has put up in his East Wilton factory 125,000 cans and 375,000 in his factory at Weeks' making a total of 500,000 cans of sweet corn in his two factories. He has already commenced the canning of apples in both factories.

South Portland, Me.—F. S. Willard & Co., canning and manufacturing, incorporated; capital, $50,000. President, F. S. Willard; treasurer, J. E. Willard; clerk, M. W. Willard, all of South Portland.

New Jersey.

Elizabeth, N. J., Oct. 20.—Judge Cross has appointed John M. Whelan, of this city, and Silas D. Wood, of New York, receivers for E. Reboulins, Fils & Co., manufacturers of preserves, jellies, etc., here. Application was made by W. Benton Crisp, of 40 Wall street, New York, and N. J. Rosenberg, of New Jersey. The parent house is in Paris and the concern here is capitalized at $1.200,000.

Tennessee.

Nashville, Tenn.—An amended charter was granted to the Halls Canning Company, of Sauderdale county, for the purpose of increasing their capital stock from $1,000 to $10,000.

Washington.

Willapa Bay, Wash.—A new company with a capital of $1,000,000 has been organized to develop the oyster business at Willapa Bay, Wash. All the small companies that have planted Eastern and native oysters in Willapa Bay have come into the combination, except the Toke Point Company. These two firms will be active competitors of the Morgan Oyster Company, of San Francisco, which controls the California trade.

Wisconsin.

Hartford, Wis., Oct. 12.—Thirteen hundred dollars has been subscribed toward a canning factory. The plant will cost $13,800. It is being promoted by J. H. Brent and F. Roberts, of the Industrial Construction Company, and the project has been taken up by the Advancement Association.

WANTED.—Position as Salesman with good, reliable canned goods house; am thoroughly familiar with the line or will accept situation as superinteudent of a canning factory for the season of 1906. Can give best of reference. Address RIGHT, care of THE TRADE.

FOR SALE.

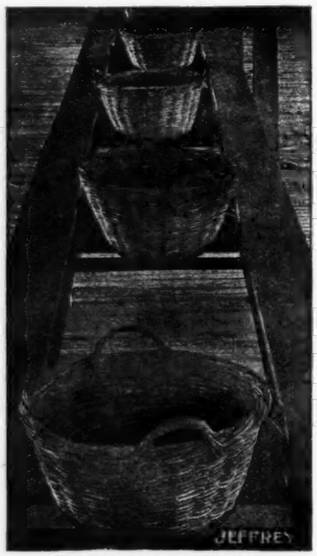
A New Jersey Tomato Canning factory in a good growing district. No competition among growers.

Address
WM. L. ANDERSON,
Heightstown, N. J.

10-3—tf

Jeffrey Machinery
—FOR—
CANNERS AND PACKERS
—INCLUDES—

Conveyors for Crates, Boxes and Baskets Endless Apron Carriers.



Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.
COLUMBUS, OHIO.
New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

GEO. W. ZASTROW,
MECHANICAL ENGINEER,
1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

"The Can Without the Cap Hole"

The Only Can

For Fall and Winter Pack.

Apples, Peaches, Pears, Sweet-Potatoes,
Kraut, Spinach, Beets, Hominy,
Baked Beans, and Soups.

SANITARY CANS
SEALED WITHOUT
SOLDER OR ACID

SANITARY CAN COMPANY,

Factory, FAIRPORT, N. Y. **N. Y. Office, 105 HUDSON ST.**

OUR CANS ARE MANUFACTURED UNDER MAX AMS PATENTS.

WRITE FOR BOOKLET AND SAMPLE CAN.

Canned Prunes.

Although canned goods packers may not be interested in the "Prune situation" on the Pacific coast, they must have observed in past years the trouble the handlers of this product have had in getting rid of the surplus. Many advertising schemes have been employed to increase the consumption —and with success, but the trouble is not yet done away with.

This condition has led Mr. J. Luther Bowers, an experienced canned goods packer of Monticello, California, to experiment in canning them, and he writes THE TRADE that he has succeeded in perfecting and having patented a process that is successful. He has sent us a clipping from his local paper in which he explains his intentions, and we publish it herewith. He is now moving his canning plant to Santa Clara, Cal., so as to be in the heart of the prune country.

"I would like to contribute my idea how to overcome the present situation of our prune industry.

Some five years ago, when the prune industry was in good shape, I was in one of the largest packing houses in San Jose, and was shown a sample of prunes that had just been received by mail from the East. It had been taken from a car lot that this packer had sent East, and they were the most sugar-coated I had ever seen, had begun to turn red, and resembled so many snowballs dipped in blood. Mr. George E. Hyde, who was sent to the St. Louis Exposition from Santa Clara county as prune demonstrator, wrote that the prunes that had been sent to him did not keep in the Eastern climate.

I could go on and quote many cases where prunes had to be kept in cold storage to keep them. I have made the problem of how to keep prunes in their natural condition my chief study, have done a great deal of experimenting and have made some discoveries that have astonished me by their simplicity.

Now for my proposition.

I would suggest that the growers organize, and wherever five hundred tons of prunes can be got together, there establish a factory and pack every prune in a tin can, hermetically sealed and sterilized.

I have been experimenting in this line and have found that prunes taken from the trays just before they become entirely dry or when they are about as soft as they are when they come out of the process vat, are about right to pack. Look at the saving to the grower.

I am asked, "Will they keep?" Yes, from the fact that all bacteria are killed.

Another says, "But they will sugar-coat?" No, for they are air-tight.

I am asked again, "How long will they keep?" They will be in the same condition in one, two or five years as they were when put up, so long as they are air-tight.

This mode of packing will require a can with the whole top open so as to admit the press. This style of can is known as the sanitary can, and can be made cheaper than a can with a whole in the top. The whole top is put on by machinery without heat or solder and will stand a steam pressure of thirty pounds per square inch. A plant to put up twenty-two tons per day will cost about $4,000, exclusive of building, if the cans are made while packing, or about $1,500 less if the cans are made out of season.

I would make three sizes of cans only; one and one-fourth pounds, two and one-half pounds and five pounds. This would be convenience and economy. The same machine will make all the cans. The cans would be the same diameter as the regular three-pound standard can; the small one would be half as high and the five-pound one would be twice as high as the two and one-half pound can.

The same case could be used for all the sizes and would hold an assorted lot or 48 small cans, 24 medium cans and 17 five-pound cans.

By this system there would be no increase in weight nor would there be any increase in size.

In the matter of size, I would have No. 1 for 30's to 50's; No. 2 for 50's to 70's; No. 3 for 70's to 100's, and all sizes over that I would feed to stock and not pack under any consideration.

I would have a fine lithographed label with a trade-mark and the price in large figures, as follows:

No. 1, Large Can 75c., Medium 40c., Small 20c.
No. 2, Large Can 70c., Medium 35c., Small 15c.
No. 3, Large Can 65c., Medium 30c., Small 10c.

I have adopted a trade-mark made from the two words "canned prunes," and make one word— "caprues."

By the system I have explained, the consumer would not be paying any more than he is at present; the retail grocer would have our goods in shape to insure from loss and the consumer would have something fit to eat, and the grower would have money to use for advertising.

Everybody is ready for the change, but the grower. Why not he?

Clemmer & Conover, the well-known canned goods brokers of Boston, Mass., have recently moved into new quarters at 2 Chatham Row, where they have excellent office quarters and display rooms for the goods they handle. They are Eastern agents for the products of the Cobb Preserving Co.; of Fairport, F. Y., and also of Winters & Prophet, Mt. Morris, N. Y.

They took a neat and novel method of announcing their new location. It is in the shape of a mailing card, containing a photograph of their offices, the signs telling their business, and showing Mr. Conover standing in the door.

Overtime Don't Pay.

Have your cook-room finish early—not work half the night.

The Continuous Line

Syruper, Exhaust Box, Capper, Cooker and Cooler,

will save you all overtime, space, worry, and its cost in a short time.

"IT'S THE FINEST EVER."

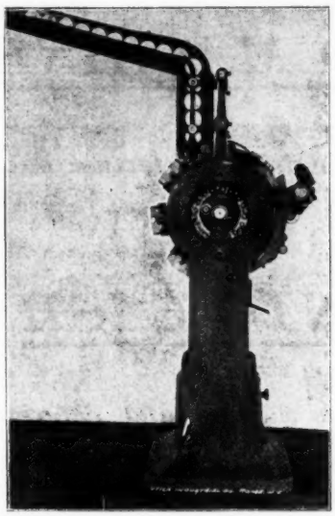
E. J. JUDGE,

Canning Machinery,

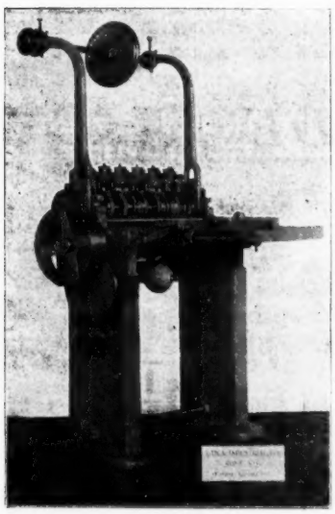
17-19 Fremont Street, San Francisco.

This illustrates the Most Perfect Machine for

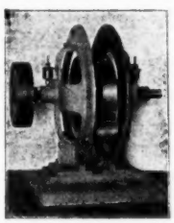
Heading RoundCans



It is continuous in operation and almost noiseless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin, very difficult to handle in other machines. If bodies are of uniform size, no crimping is required.



Diligent study of the Slitter problem has made it possible for the inventor of this machine to perfect it in every particular and it stands far in advance of all Slitters heretofore offered. It is operated by a single belt, the Automatic feed, receiving and discharge rolls and cutter shafts being perfectly timed by cut steel gears. No slitter operated by two belts can produe like results.



This Crimper is of new and unequaled design. It is quickly adjustable to different diameters and without change of parts. The crimping rings are only adjustable laterally and cannot be put out of axial adjustment. Its capacity is without limit in speed.

We Manufacture

Seamers, Floaters, Testers, making a complete line of High-speed Fruit Can machines of unequaled design and construction.

Catalog Mailed on Application

Utica Industrial Co.

UTICA, N. Y.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

AT THE THEATRES

Week of November 6, 1905.

FORD'S.
RICHARD CARLE,
—IN—
"THE MAYOR OF TOKIO."
Matinees Wednesday and Saturday.

AUDITORIUM.
"IN NEW YORK TOWN."
Matinees Monday, Tuesday, Wednesday, and Saturday.

MARYLAND.
KEITH'S VAUDEVILLE ATTRACTIONS.
Matinee Daily.

ALBAUGH'S THEATRE.
MRS. FISKE,
—IN—
"LEAH KLESCHNA."

HOLLIDAY ST.
"EIGHT BELLS."
Matinees Monday, Wednesday and Saturday.

BLANEY'S.
"FIGHTING FATE."
Matinees Monday, Wednesday, Friday and Saturday.

MONUMENTAL.
"THE MASCOTTES."
Matinee Daily.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

THE GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

SECOND HAND MACHINERY

should be gotten out now—that which is not intended for use next season or which will be replaced with other, and

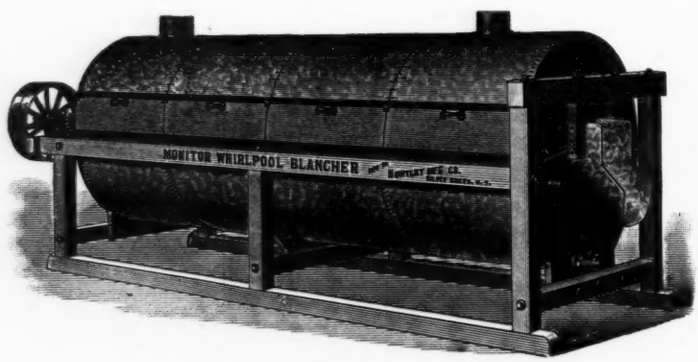
TURNED INTO CASH

instead of being allowed to stand in the factory and deteriorate through rust and neglect. Instead of a total loss it can be made a good asset, if advertised NOW. There are many packers who may need just the machine or supply you intend discarding, and the way to reach them is

BY AN AD. IN "THE TRADE"

For Sale Ads., or Want Ads. in the "The Trade" cost but little, and return much

BUT DO THIS NOW



THE MONITOR
WHIRLPOOL PEA BLANCHER

should form part of the equipment of your packing room next season. Absolutely dependable in operation and has unlimited capacity. : : : :

HERE IT IS

You can hardly afford to be without the

MONITOR WHIRLPOOL BLANCHER

A postal card will bring descriptive circulars, giving dimensions, speed and prices. : : : : : : : : :

HUNTLEY MFG. CO.
SILVER CREEK - - - - NEW YORK

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50
" 3s		60 62½
" Gallons		1 90 2 00

BAKED BEANS.

Lunch 1s	$	31 35
" 2s		40 45
Tall 2s		40 45
" 3s		55 75

BEANS.

Green String 2s	$	47½ 50
" " 3s		65 70
" " Gallons		1 95 2 00
White Wax 2s		42½ 45
" " 3s		65 70
" " Gallons		1 75 1 80
Refugee 2s		65 70
" Extras, 2s		1 25 1 40
Green Lima 2s		90
" " small 2s		1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	70
" Extra Fancy Preserved Strawberries		1 20 1 25
No. 1 Ex. Pres. Strawberries		75
" 2 Standard Raspberries		70
" Ex. Pres. Red Raspberries		1 20
" Standard Blackberries		75
" 3 " "		
" 2 Extra Blackberries		1 20
" " Fancy "		
" Standard Gooseberries		1 00
" " Blueberries		75

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	75 80
" " Pres		1 00 1 10
Blueberries, 2s		75 80
Strawberries, 2s		75 80
" Preserved 1s		80 85
" " 2s		1 10 1 30
" Gallons		
Gooseberries, 2s		95 1 00
Raspberries, Red 2s		75 80
" " " Preserved		1 15 1 25
" Black 2s		70 75
" " " Preserved		1 15 1 20

CHERRIES.

Red 2s	$	60 65
White 2s		1 10 1 20
Extra White		1 25 1 30

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	50 60
" New York or Maine Style		55 70
" Seconds, Soaked		
" Standard, Evergreen		45 50

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	52½ 60
" New York or Maine Style		65 75
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	47½
" " " Dry Packed		55
" Ex. Sugar Corn, fine qual., dry pk'd.		70

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	50 55
" New York or Maine Style Dry Pack		55 60
" Seconds " " "		45

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$	45 47½
2s Standard Shoe Peg Corn		50 55
2s Extra Standard Corn, Maine Style		55

CORN AND TOMATOES.

No. 2	$	65
No. 3		

OKRA.

Standard 2s	$	65
" 3s		90

OKRA AND TOMATOES.

No. 2	$	70
No. 3		90

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1s Lunch, Selects, Oval Cans	$	1 15
1s, 6 Ounce Selects		1 30
2s, 12 " "		2 50
1s, 4 Ounce	$	65
2s, 8 "		1 30
1s, 5 "		72½
2s, 10 "		1 45
1s, Light Weight		47½
T. G. CRANWELL & CO., Brokers, Baltimore.		
No. 1 Extra Lunch	$	1 60
" 2 "		
5 oz. No. 1 Standards		75
10 " "		1 50
5 oz. Standards, tall cans		75
10 " " "		1 50
4 oz. No. 1 Cove		70
8 " 2 "		1 35
No. 1 Light Weights		42½
" 2 " "		85

PEARS.

Bartlett 2s	$	65
" 3s		75
Extra Bartlett 2s		
" " 3s		

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 45 1 60
" Seconds, "		1 20 1 25
" Pie Unpeeled		82½ 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 60
3-lb. " Selected " "		1 80
No. 3 Standard, Yellow, Balto. packed		1 50
" Seconds, Yellow		1 20
" " White		1 15
2-lb. " Peaches		90
No. 2 Standard, Yellow		1 20 1 25
" " White		1 20 1 25
Gallons, Pie		2 65
3-lb. Pie		85

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	85
" " Peeled		1 15
Gallon Pies, Unpeeled		2 75
" " Peeled		
No. 2 Seconds, White		85
" " Yellow		90
No. 3 Seconds, White		1 20
" " Yellow		1 25
No. 2 Standards, White		1 00
" " Yellow		1 05
No. 3 Standards, White		1 50
" " Yellow		1 50
" Ex. Selected, Yellow		1 75

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	$	1 00
" 3 Standard, White		1 40 1 50
" " Yellow		1 45 1 50
" 3 " Extra Yellow		1 65
" 3s Selected, Yellow		1 75
" 3s Country Standards, Yellow		1 35
No. 2 Standard White		1 00
" Extra Standard, Yellow		
" Seconds, White		85 90
" " Yellow		85 90
" 3 Seconds, White		1 15
" " Yellow		1 15 1 25
" 3s Peeled Pie, White...1 10 Yellow		1 15
" Pie, Unpeeled		80 85
Gallons, Pie, Unpeeled		2 75 2 90
" " Peeled		

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 75
" " " Sifted		85 90
" " " 2ds, labeled Standard		60
" Soaks		40 45
" Seconds		55 60
" Marrowfat, Full Standard		65 70
" Extra Sifted		1 10 1 35
" Petit Pois		1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$	60
" Standard " White		70
" Second Early June		60
" Standard "		70
" Extra "		80
" Sifted "		90 1 00
" Ex. Sifted "		1 25 1 40
" Ex. Fan. Sf'd " Petit Pois		1 60 1 75

PEAS—Continued.

	Cash.		Regular.	
E. C. SHRINER & CO., Brokers, Baltimore.				
1 Sifted Early Junes	.....	.....	.....	57½
1 Finest Sifted, Petitis Pois	.....	.....	85	90
2 Early June Standard	.....	.....	67½	70
2 " Sifted	.....	.....	80	85
2 " Extra Sifted	.....	.....	1 00	1 10
2 " Extra Fine Sifted	.....	.....	1 15	1 30
2 " Petit Pois	.....	.....	1 50	1 75
2 " Seconds	.....	.....	57½	60
2 " " Sifted	.....	.....	.....	.....
2 " " Extra Sifted	.....	.....	.....	.....
2 Extra Standard Early Junes	.....	.....	.....	70
2 Extra Standard Marrowflats	.....	.....	.....	70
2 Marrowfat	.....	.....	67½	.....
2 " Sifted	.....	.....	85	95
2 " Extra Sifted	.....	.....	1 10	1 50
2 " Seconds	.....	.....	55	60

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.				
2s Seconds in Water, E. & C	.....	.....	.....	.75
2s Standards in Syrup, Not E. & C	.....	.....	.....	.90
2s " " " E. & C	.....	.....	.....	1 00
2s " Grated, in Syrup	.....	.....	.....	1 15
2s Extra Standard, Whole Circles, E. & C	.....	.....	.....	1 30
2s Selected, Whole Circles, Heavy Syrup	.....	.....	.....	1 45
2s " Grated, Heavy Syrup	.....	.....	.....	1 50
2s Fancy Extra Selected, Preserved Sliced	.....	.....	1 75	1 80
2s Fancy Extra Selected Grated, Preserved	.....	.....	1 75	1 80
1s Standard Grated, Heavy Syrup, E. & C	.....	.....	.....	80
1s Fancy Grated, Preserved	.....	.....	.....	85
1s Cocktail, Heavy Syrup	.....	.....	.....	85
2s Pie Grated, Solid Packed... .50 in Syrup	.....	.....	.....	50
3s Pie Grated, Solid Packed... .65 in Syrup	.....	.....	.....	70
Gallon Pie Grated, Solid Packed 1.80 in Syrup	.....	.....	.....	1 90
T. G. CRANWELL & CO., Brokers.				
No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	1 00	.....
" Ex. " " "	.....	.....	1 30	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	90	.....
" " Grated	.....	.....	90	.....
" " Cocktail	.....	.....	90	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	65	.....
" " in Syrup	.....	.....	70	.....
Gallon " in Water	.....	.....	1 80	.....
" " in Syrup	.....	.....	1 90	.....

TOMATOES.

	Cash.		Regular.	
T. J. MEEHAN & CO., Brokers, Baltimore.				
No. 3 Full Standards	95	.....	97½	.....
" Seconds	85	.....	87½	.....
No. 2 Full Standards	72½	.....	75	.....
" Seconds	65	.....	67½	.....
Gallons, Standard	.....	.....		3 00
J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard	.....	.....	.....	.....
" Seconds	.....	.....	.....	.....
No. 2 Full Standard	.....	.....	.....	.....
" Seconds	.....	.....	.....	.....
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard	.....	.....	95	97½
" Seconds, Labeled Standards	.....	.....	.....	90
No. 2 Full Standards	.....	.....	.....	75
" Seconds, Labeled Standards	.....	.....	.....	70
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	72	.....	.....	.....
" 3 " "	95	1 00	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	1 20	.....	.....	.....
" 3 Second Tomatoes	85	.....	.....	.....
" 2 "	65	.....	.....	.....
Gallon Standard Tomatoes	3 10	.....	.....	.....
E. C. SHRINER & CO., Brokers, Baltimore.				
No. 3 Standard	95	.....	.....	.....
" " Country	95	95	.....	.....
" " Extras	1 10	.....	.....	.....
" " Fair	90	.....	.....	.....
No. 2 Standard	72½	.....	.....	.....
" " Country	72½	75	.....	.....
" Second	.....	.....	.....	65
" 3 "	.....	.....	.....	85
Gallon, Standard	.....	3 00	.....	3 20

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 50	@ 2 75
" Maryland gallons	2 00	2 60
" 3-lb. Standards	75	80
APRICOTS—California Standards 2½s	1 50	1 60
ASPARAGUS—Oyster Bay	3 75	3 80
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 05	1 20
" No. 2 String, Southern	65	67½
" Baked, No. 3	65	70
" N Y. String, 2s	1 25	.....

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	62½	65
" " Maine	95	1 00
" " Southern	60	65
" " Western, 2s	45	50
LOBSTER—Flats, ½-lb	1 85	2 05
" flats, 1-lb	3 50	3 60
OYSTERS—5 Ounce Standards	90	95
" 2-lb. 10 Ounce	1 65	1 70
PEACHES—2½-lb. Siandard, California Yellow	1 70	1 80
" 3-lb. Extra, California Yellow	2 50	2 60
" Southern Standard 3s	1 45	1 60
PEARS—California 2½-lb	1 50	1 60
PEAS—No. 2 Early June Extra Sifted	1 30	1 40
" " " " Sifted	1 20	1 25
" " " " Standard	62½	65
" " " " Seconds	55	60
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 65	1 90
" " Grated	1 50	1 65
" Standards	1 05	1 20
" Gallon Pie, Grated	2 40	2 50
PUMPKIN—No. 3	70	75
" Gallon	1 75	2 00
SALMON—Columbia River talls, 1-lb	1 70	.....
" " " flats, 1-lb	1 85	.....
" " " " ½-lb	1 05	.....
" Alaska Red, talls, 1-lb	1 00	1 05
" Medium Red, talls, 1-lb	.....	.....
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	1 65	1 70
" " talls, 1-lb	1 50	1 55
" " flats, ½-lb	1 13½	1 15
" Alaska Pink, talls, 1-lb	85	87½
" Cohoes, talls, 1-lb	97½	1 00
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
" Standard 2s	55	57½
SUCCOTASH—Maine pack, 2s	.....	.....
" other pack, 2s	67½	80
TOMATOES—No. 2 Standard Maryland	72½	77½
" No. 3 " "	95	1 00
" No. 3 " New Jersey	97½	1 00
" Gallons, Maryland	2 95	3 10
" Gallons, Jersey	3 00	3 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 19	18	17
Wire Coil	19	18	17
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 57	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 41	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 15	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 09	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 76	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$32 75	33 00	.....	.....
Malacca	32 75	33 00	.....	.....

PIG LEAD.

Omaha	$ 5 00	5 40	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4¾ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE
PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS, BERRIES, Etc. **SAMPLES FREE.**

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. **400-401 MARINE BANK BLDG., BALTIMORE, MD.**

ESTABLISHED 1870.

MAIER'S EXCELSIOR
SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

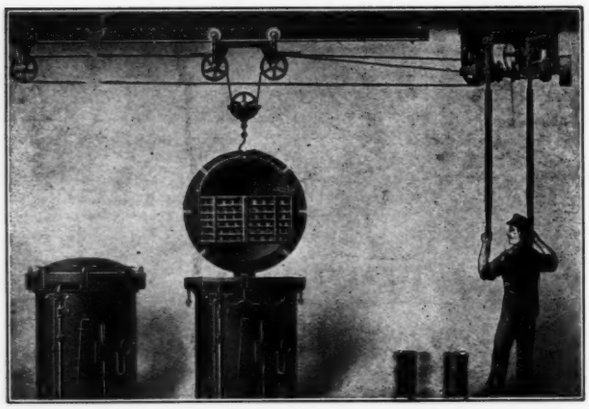
me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY
BETHLEHEM FOUNDRY AND MACHINE COMPANY,
SOUTH BETHLEHEM, PA.
We are Specialists in Hoisting Machinery.

NATIONAL CAN CO.

Oyster, Fruit and Vegetable

CANS

STANDARD SIZE AND QUALITY.
CAPACITY: 100,000 PER DAY

ONLY THE BEST COKE TIN PLATE USED IN MAKING CANS.

GET OUR PRICES BEFORE BUYING.

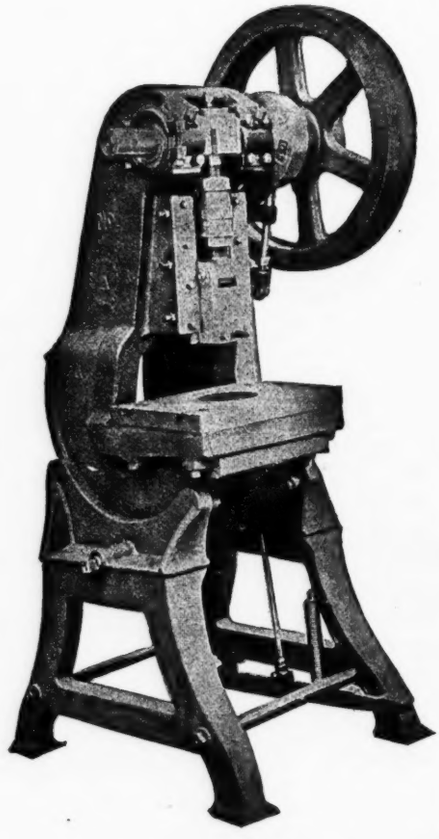
United States Cipher Code.

121 N. Caroline Street,
Baltimore, Md.

STEVENSON & CO.'S INCLINABLE POWER PRESS

The cut shown herewith represents the Power Press manufactured by us. This Press can be worked either straight or on an incline. The bearings are bored and scraped true, the crank shaft is of forged steel; all parts are of the best material and workmanship.

WRITE FOR PRICES.



Stevenson & Co.,
601-607 S. Caroline Street,
Baltimore, Md.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

H A P G O O D S

Has over 3000 different positions listed!
Are YOU looking for a better place?
Perhaps we can help YOU to secure it.
Good openings are constantly occurring.
Our business is to find and fill them.
Others have secured what they want through us.
Delay might lose YOU the position you seek.
Send for our free booklet—"Brain Brokers."

NEW YORK OFFICE, Suite 511, 309 Broadway ☞ Offices in twelve other cities.

SITUATIONS WANTED.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED.—An all around preserver, Ketchup, Sauce or Mustard Maker, Understanding Canning, Pickling and Salting, with the best of references and years of experience, is open for position. Address Preserver, 213 Conti St., Mobile, Ala.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience, Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

Pickle and Preserve manufacturer wants position as foreman or manager, thirty years experience, thoroughly up to date, can make anything, thoroughly experienced in every detail. S. 1156 Fifth Ave., Grand Rapids, Michigan.

WANTED—Responsible position with canning factory of large capacity, preferably one which is operated all the year. Competent to take entire charge. Reference. Address, Alfred Bilderback, Genl. Delivery, Phila. Pa.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes. beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

EDWARD GUDEMAN, Ph. D.

Consulting Chemist ***Chemical Engineer***

LEGAL AND TECHNICAL EXPERT

Special Attention Given to Food Products and Beverages:
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.

Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

CANNED GOODS ARE TOO CHEAP!

WAREHOUSING Frost Proof. No Cartage.

MONEY PLENTY Storage rate, insurance and interest charges for loans are the lowest in the country.

Canned Goods Exported and Imported, bought and sold on commission. ***Correspondence solicited.***

FRANKLYN SPIESE, Broker,

1214 Arch Street, Philadelphia, Pa.

Kraut Manufacturers' Attention

Reduced Prices of

CORE CUTTERS FOR 1905

Every Kraut Manufacturer should have one.
Saves 15% of your Cabbage.
Gives the Kraut a better Flavor.

Made in Two Sizes at Reduced Prices

So that Every Kraut Manufacturer Can Afford To Use Them.

You can't make good Kraut without it.

Two New Sizes

—OF—

Kraut Cutters

at Reduced Prices.

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,

BUFFALO, N. Y. U. S. A.

☞ *A good Recipe for making Sauer Kraut mailed on application.*

Gang Slitting Machine,

Hand Feed.

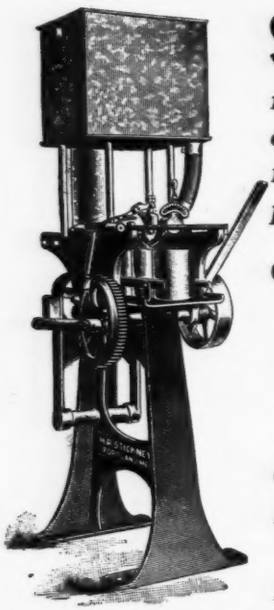
The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.

Made in Two Styles—Hand or Treadle Feed.

The John R. Mitchell Co.

Canning and Canmaking Machinery,

Foot of Washington St., Baltimore, Md., U. S. A.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

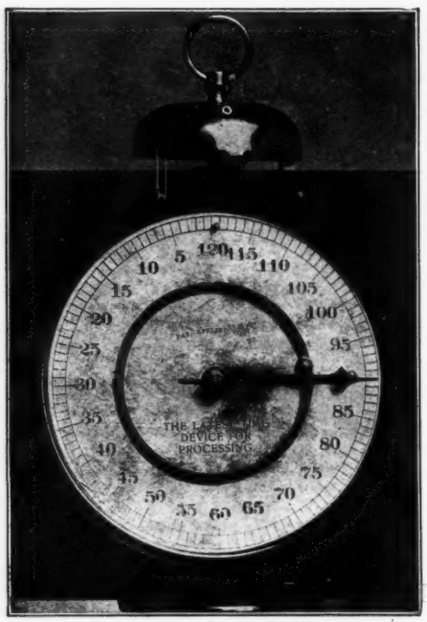
Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
NO MORE ERRORS.



The Clock Will Tell You, and Keep You Right.

Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings. Have placed orders with several of the large packers and would like to send them to every factory for trial, to be sent back if not entirely satisfactory.

DIALS MADE WITH 120 MINUTES.

Made by JOHN T. STAFF, Jr.
TERRE HAUTE, IND.

A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

THE HASTINGS SYSTEM

it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.

We Build Everything for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

Our Experience is Your Safeguard. Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

Refitting for Profit—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

THE HASTINGS INDUSTRIAL CO.,
Cor. LaSalle & Lake Streets, - - Chicago, Ill.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,
SOUTHERN RAILWAY,
WASHINGTON, D. C.

Extra Coated Tin Plates.

There is a growing demand for Tin Plates for CANNING PURPOSES carrying a heavier coating of Tin than the regular Coke Plates. We are in full accord with this movement, having furnished a number of our customers with extra coated plates and are prepared to continue supplying the trade with plates of any coating desired.

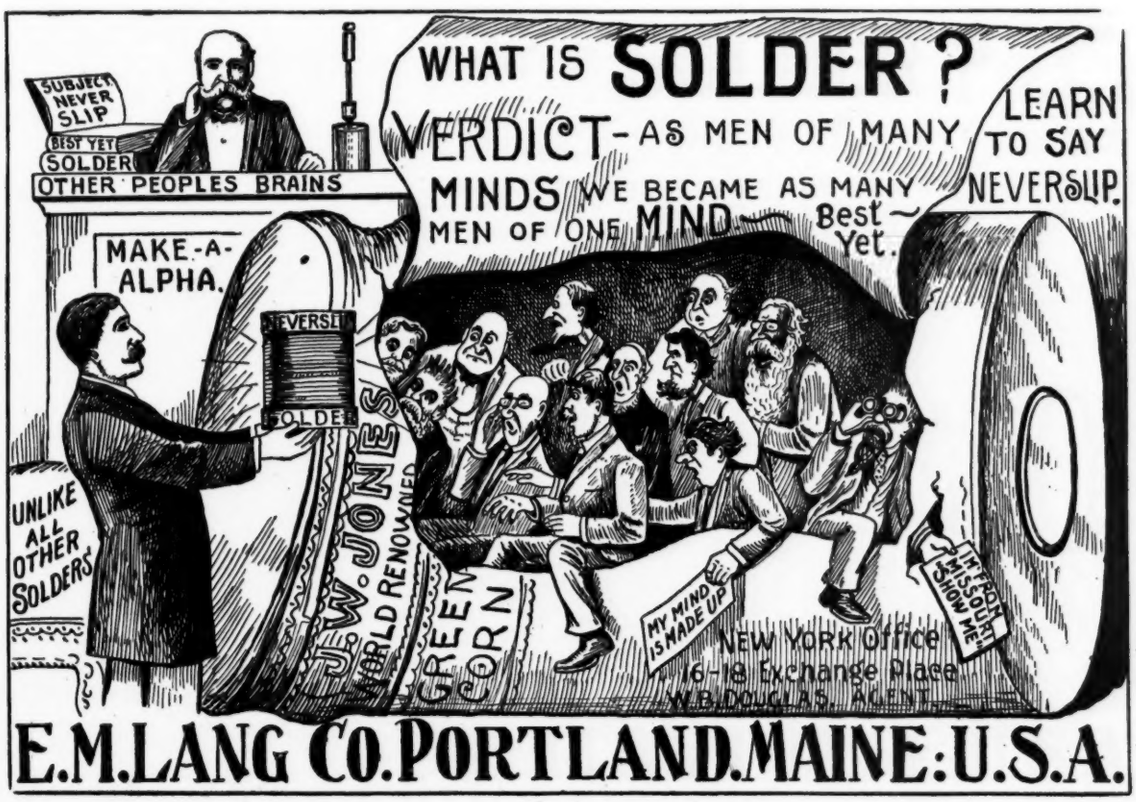
A quality of soft and well coated plate always maintained.

CAPACITY 700,000 BOXES PER ANNUM.

POPE TIN PLATE COMPANY,

CHARLES E. POPE, President.

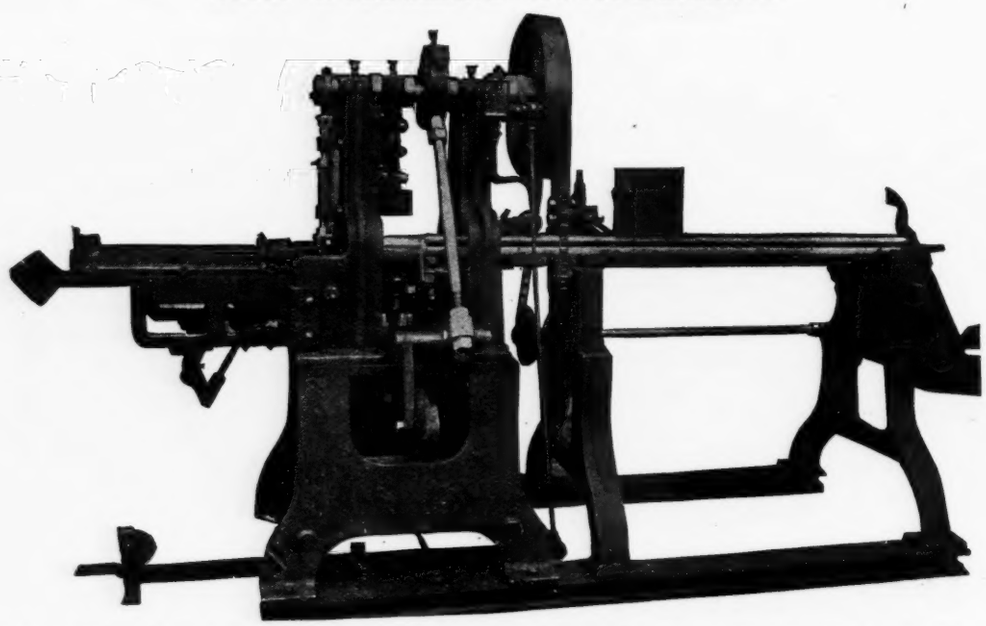
Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**



THE LATEST

AUTOMATIC SIDE SEAM LOCKING MACHINE

WITH SOLDERING ATTACHMENT.



The Machine shown above is our Latest Improved Lock Seam Body Forming Machine, with Side Seam Soldering Device. This Machine runs free of all jams or mashes, with a capacity of 50,000 perfected bodies a day.

Slaysman & Co., { Works, 125 E. Falls Ave. / Office, 200 W. Falls Ave. } BALTIMORE, MD.

SEND FOR FREE CATALOGUE.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Wilmington, Ohio, Jan. 13, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

The C. W. Swain Canning Co., of Sabine, Ohio, used over one half million of your Cans during the season of 1904. They seemed as near perfect as it is possible to make them and we are perfectly satisfied therewith. As long as your cans continue as good as they were this season you can depend on our order, prices being satisfactory.

Yours truly,
C. W. SWAIN, Prest.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

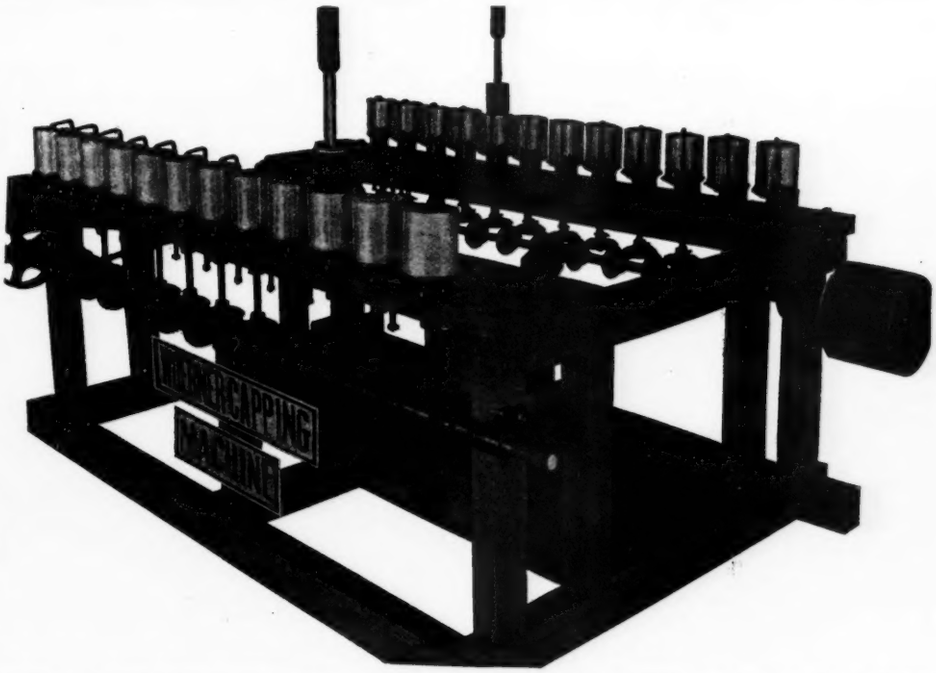
WHEELING, W. VA.

CAPS SYRUP GOODS WITHOUT SCORCHING

We have been told by different canners and workmen of large experience that our capper

BEATS ANY OF THE HIGH PRICED CAPPERS 40 DIFFERENT WAYS.

It will do work that no other capper will do—that is Cap Syrup goods without trouble or scorching.



NO FACTORY LARGE OR SMALL IS COMPLETE WITHOUT IT.

The canner who now packs from 10,000 to 15,000 cans per day, or less, by hand, can save the cost of this Capper in one season. Make no mistake—Labor is getting more scarce and independent every day, and you must overcome it by doing with less labor.

WE CAN PROVE OUR WAY OF CAPPING IS THE CHEAPEST, surest and best way, excepting none. We have the best and stand ready to prove it.

If anyone buying a capper this winter, will send us the top of a can, we will have a pair of steels made free of charge, send a man to start the capper and give all necessary points. Do not delay.

DAVID C. WOERNER, Liverpool, N. Y.

S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

WHAT YOU HAVE SOUGHT FOR A LONG TIME.

APPLE BLEACH,

Quantities from 5 pounds up.

TOMATO COLOR. **SOLDERING FLUX.**

German-American Chemical Works,

L. SONNEBORN SONS,

Baltimore. New York. Philadelphia. Boston. St. Louis. Oil City, Pa. Norfolk.

Extra Coated Cans.

Lest there be some misunderstanding of the above matter, we desire to remind the trade that we have for several years furnished cans made from specially coated plates, carrying any weight of coating desired by our customers.

Our Standard Cans are invariably made from the best standard Coke Plates that can be bought in the market, and we believe them to be proper and satisfactory packages for most varieties of fruits and vegetables.

Whenever the peculiar properties of the goods to be packed, or the preference of our customers require a specially coated plate, we are always ready to supply it at the actual additional cost to us of the material.

We shall be pleased to quote special prices on any specifications that may be submitted to us.

American Can Company,

Principal Sales Offices:

New York.
Bowling Green Building

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets

San Francisco, Cal.
Kohl Building